

PROPOSER INFORMATION

Proposer's Experience and Past Performance

1. State the legal name of Proposer's organization.
2. Describe Proposer's capabilities to develop and operate the Miami-Dade West End District Park.
3. Which of the following best describes the Proposer's Ownership?
☐ Privately Owned
☐ Publicly Traded
☐ Other, please describe _____
4. List owners and ownership percentage of each.
5. Provide an organization chart which clearly illustrates all key personnel proposed to accomplish the management, design, construction, and administrative services required under this solicitation (including subcontractors/subconsultants). Personnel's qualifications, their roles in the project, availability, resumes which shall include educational background, work experience, employment history, and any other pertinent information is required. Where applicable, the proposed personnel should include current and valid certifications and/or licenses for their individual scope of supervision. Proposer should also include any minority business enterprise certifications if possible

Note: After proposal submission, but prior to the award of any contract issued as a result of this Solicitation, the Proposer has a continuing obligation to advise the County of any changes, intended or otherwise, to the key personnel identified in its proposal.
6. Provide a staffing plan that clearly illustrates the key elements of the organizational structure proposed to accomplish the management, design, construction, and administrative services required under this solicitation. The staffing plan should include the availability of the personnel proposed for this project. The staffing plan should also indicate the individual who will serve as the primary contact. Proposer is to also clearly detail the role of all its proposed subcontractors/subconsultants.
7. Information concerning any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which the Proposer, Proposal Team, subcontractors/subconsultants, and/or any of its employees is, or has been, involved within the last three (3) years.
8. Submit reference letters from at least three (3) separate government or commercial entities for the design, construction, and management firms to whom you have provided similar services as those required by Miami-Dade County in this solicitation.
9. List all contracts which have been, or currently being, performed for Miami-Dade County by the Proposer, Proposal Team, and/or subcontractors/subconsultants. The County will review all contracts the Proposer has performed for the County in accordance with Section 2-8.1(g) of the Miami-Dade County Code, which requires that "a Bidder's or Proposer's past performance on County Contracts be considered in the selection of Consultants and Contractors for future County Contracts." As such the Proposer must list and describe all work performed for Miami-Dade County and include for each project:

- a. contract number;
- b. name of the County Department which administers or administered the contract,
- c. description of work,
- d. total dollar value of the contract,
- e. dates covering the term of the contract,
- f. County contact person and phone number,
- g. statement of whether Proposer was the prime consultant/contractor or subconsultant/subcontractor (if the Proposer was a subconsultant/subcontractor, please provide name of prime contractor and contact information) and
- h. the results of the project.

Design Firm(s)

10. Describe the firm in general and state the number of years of existence, the current number of employees, applicable licenses held and the primary markets served.
11. Provide information supporting at least five (5) years of experience in design and construction of sport venues areas, sport fields, or other comparable destinations of equal size and complexity.
12. Include qualification information for the following individuals:
 - a. A minimum of one (1) Architect licensed and registered in the State of Florida as required by Chapter 481, Part I of the Florida Statutes, Architecture, with at least ten (10) years of experience. Architect should have substantial experience in the design and renovation of the specified uses within the MDWEDP.
 - b. A minimum of one (1) Landscape Architect, licensed and registered in the State of Florida as required by Chapter 481, Part II, Landscape Architecture, of the Florida Statutes, with at least ten (10) years of experience. Landscape Architect shall have substantial experience in the design and renovation of the specified uses within the MDWEDP.
13. Describe any direct involvement and experience in similar design projects for the past ten (10) years (excluding any County contracts). The description should identify for each project (as applicable):
 - a. client name, address, phone number, and email
 - b. scope of work
 - c. role of each firm and responsibilities
 - d. project start and completion dates
 - e. total cost and/or fees paid to the firm
 - f. total cost of the project overall
 - g. Was the work delivered on time and on budget?
14. Describe recent, current, and projected workloads for each firm being proposed.

Construction

15. Describe Proposer's involvement and experience in the construction of similar projects for the past ten (10) years (excluding any County contracts). The description should identify for each project (as applicable):
 - a. client name, address, phone number, and email;

- b. scope of work;
- c. role of each firm and responsibilities;
- d. project start and completion dates;
- e. total cost and/or fees paid to the firm; and
- f. total cost of the project overall.

Management Firm(s)

16. Describe the firm(s) in general and state the number of years of existence, the current number of employees, applicable licenses held and the primary markets served.
17. Provide information supporting at least five (5) years of experience in the management of successful operation of athletic training and development facilities, and/or other comparable destinations of equal size and complexity. Proposer must demonstrate the requisite expertise in training/fitness/rehabilitation facilities, food services, retail operations and event management through projects with similar scopes and complexities, as identified in the project objectives. Project description should include the following:
 - a. the client,
 - b. description of project,
 - c. total U.S. Dollar value of the investment amount, including the percentage of Proposer's investment of the total project costs and the Proposer's project financing structure and financing sources,
 - d. investment duration,
 - e. client contact person and contract phone number,
 - f. statement or notation of Proposer's role and whether Proposer is/was the prime investor or contractor or subcontractor, or only investor, and whether the Proposer was part of a Joint Venture,
 - g. types of project participation by Proposer:
 - (1) Financing only;
 - (2) Development and/or Construction only;
 - (3) Acquisition only;
 - (4) Operate and Manage only;
 - (5) A combination of all items in this item vii, (1) through (4), identified by percentage of Proposer's participation in each item;
 - (6) Proposer's participation as Joint Venture partner in any of the above items (1-5); and
 - h. project outcome.

Proposed Approach to Providing the Services

18. Provide a description of the proposed development approach. The narrative shall address the overarching approach to the project, the player target markets, resident and tourist use/viewing accessibility, and how field sport players can be trained and developed.
19. Provide a description of proposed improvements. The plan(s) shall illustrate the entire MDWEDP development approach on all portions of the Site in compliance with all relevant conditions imposed by plan approvals and site conditions to include all fields, facilities, and amenity areas, along with existing improvements, common roads and parking areas. All such plans shall indicate the size, location, dimensions and configuration of buildings to be developed at scale. The improvement plan should be based on compliance with any requirements of the approved Concept Plan and/or all state, federal and local requirements. Note where the Proposer's plans may differ from approved development plans.
20. Provide a summary marketing and management plan including how and when the public and teams may play at

the MDWEDP. Proposer must include the type and frequency of reserved and open play, ancillary use related to retail, rehabilitation and fitness programs. Consideration should be given to how the management of this facility will integrate and complement other Miami-Dade County area programs and uses. Include provisions for County sponsored events.

21. Provide proposed improvement costs. The Proposal must include an Order of Magnitude Cost Estimate for any and all Plan elements in the proposed Site Plan inclusive of fields, facilities, retail, and amenity areas, along with existing improvements, common roads and parking areas. The estimates, inclusive of the infrastructure costs of the Project, shall be complete and realistic in that general quantities and prices used in developing the estimate. Proposer's submission should reflect actual market level or best estimates of future price levels and credible in that the estimating methodology used is consistent with applicable industry standards and practices. It is particularly important that the Proposer review all information related to Site conditions and adjust where necessary all construction practices and costs.
22. Provide a proposed Improvement Schedule including a general and expected improvement schedule for the Site. The schedule shall include all variously phased improvements.
23. Provide renderings, including photo simulations of the proposed project, showing views of the overall improvements, as well as, at-grade views from the front of MDWEDP, an aerial perspective, and key architectural elements/features including parking, plazas, greenways, open spaces, pedestrian walkways and signage.
24. Affirm acceptance of the Capital Project Manager ("CPM") assigned by PROS to the Project, pursuant to the Development Rider, to expedite the Project design, permitting, and construction. The CPM shall be paid 1.5% of the total development cost, not to exceed \$200,000 annually, which is instituted on all PROS projects only during design, permitting, and construction phases, to ensure compliance with County asset management and to reduce difficulties associated with capital improvement projects.

Financial Information

25. Describe and show all elements and components of the capital plan that require financing. Proposer shall describe in sufficient detail the Proposer's ability to access and provide all sources of capital and the necessary funding to complete proposed improvements (development, operations and maintenance, and all start-up costs and activities proposed).
26. Provide documentation demonstrating Proposer's financial strength and financial capability to provide services. Such documentation should include Proposer's most recent certified financial statements as of a date not earlier than the end of the Proposer's preceding official tax accounting period, with a statement in writing, signed by a duly authorized representative, stating that the present financial condition is materially the same as that shown on the balance sheet and income statement submitted, or with an explanation for a material change in the financial condition. If certified financial statements are not available provide latest available financial statements (balance sheet and income statement) and letters of credit availability from accredited financial institutions, or other relevant documentation.
27. Include a pro forma that generally provides a financial analysis integrating revenues, operating expenses, improvement costs, and debt services for a minimum start-up period and seven (7) years of the project's operation and projected sales and expenses. The financial analysis and feasibility of the project shall be presented in a fashion which enables a clear understanding of the financial feasibility and financial inflows and outflows of the project period, and allow the County to evaluate all items. Include all sources of revenue, inclusive of miscellaneous fees, and all expenses including any pre-rent, land rent and participation rent paid to

the County.

28. Provide evidence of possession and/or access to equity capital and financing resources, where required, to carry out the proposed Project, to include but not be limited to the following:
- a. **References:** A minimum of three (3) financial references that have provided Proposer with development financing.
 - b. **Credit Report:** A credit report generated no earlier than a month prior to proposal due date for the Proposer.
 - c. **Financial Commitments:** The Proposer shall describe in detail all sources of capital funds for the Project, including but not limited to, i) private sector equity contributions and, ii) debt related financing.

Additional Information

29. Identify if Proposer has taken any exception to the terms of this solicitation, to include any of the referenced Attachments B through P. If so, indicate what alternative is being offered and the cost implications of the exception(s) offered.